

Message Text

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TAGS: EAIR, SG

SUBJECT: RESTRICTIVE FOREIGN AIRLINE PRACTICES

REF: A) STATE 023125; B) DAKAR A-65, AUGUST 2, 1973

1. SUMMARY: LOCAL PAN AM OFFICE REPORTS MINOR INSTANCES RESTRICTIVE FOREIGN AIRLINE PRACTICES AFFECTING THEIR OPERATIONS IN SENEGAL. AIR AFRIQUE, WHICH GOS AND OTHER FRANCOPHONE AFRICAN GOVERNMENTS OWN TOGETHER WITH FRENCH AIRLINE UTA, GETS PREFERENTIAL AIRPORT ACCOMMODATIONS, HAS EXCLUSIVE FRANCHISE TO PROVIDE LANDING SERVICE AT AIRPORT, AND IS ABLE OFFER COMPLIMENTARY TICKETS TO REGULAR CUSTOMERS. END SUMMARY.

2. WHILE PAN AM HAS CONSIDERABLE LOCAL PROBLEMS, MOST NOT CONSIDERED DISCRIMINATION. HANDLING CHARGES AT DAKAR AIRPORT ARE HIGHEST IN WORLD ACCORDING PAN AM, AND ALL FOREIGN AIRLINES PAY SAME RATES. AIR AFRIQUE HAS EXCLUSIVE CONTRACT TO PROVIDE SUCH HANDLING AND PAN AM FEELS CHARGES ARE UNNECESSARILY HIGH. PAN AM UNABLE TO CERTIFY CHARGES ARE DISCRIMINATORY SINCE ALL FOREIGN CARRIERS USE AIR AFRIQUE AND IT DIFFICULT TO LEARN AIR AFRIQUE'S INTERNAL CALCULATION OF ACTUAL COSTS WHEN SERVICING ITS OWN FLIGHTS.

3. AIR AFRIQUE ALSO ABLE PROVIDE COMPLIMENTARY TICKETS,
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ESPECIALLY ON FLIGHTS TO FRANCE AND AFRICAN CITIES, UNDER

ATAF ARRANGEMENT NOTED REF. B. THIS ENABLES AIR AFRIQUE ESTABLISH GOOD WILL WITH LARGE LOCAL ACCOUNTS AND THESE CLIENTS THEREFORE LIKELY PERFORM TRANSATLANTIC TRAVEL VIA AIR AFRIQUE. PAN AM ALSO CONCERNED OVER ABUSE OF FREE TICKETS TO US TRAVEL AGENTS BY AIR AFRIQUE AND GRATEFUL FOR RECENT CAB INITIATIVE TO REDUCE THIS PRACTICE.

4. PAN AM IS BOTHERED BY HIGH CUSTOMS DUTIES ON NON-EXEMPT MATERIALS IT HAS TO IMPORT INTO SENEGAL, RESIDENCE VISAS AND WORK PERMITS ITS EXPATRIATE EMPLOYEES MUST OBTAIN, AND COMPLETE FINANCIAL REPORTS IT MUST FILE WITH CENTRAL BANK. HOWEVER, THESE PRACTICES APPEAR TO APPLY TO ALL AIRLINES INCLUDING AIR AFRIQUE AND PAN AM HAS NOT EXPERIENCE UNUSUAL DIFFICULTIES, SO PRACTICES NOT CONSIDERED DISCRIMINATORY. GOS HAS POLICY OF ENCOURAGING OFFICIAL TRAVLERS TO FLY AIR AFRIQUE WHENEVER POSSIBLE, AND MANY PRIVATE FIRMS ALSO TRY TO SUPPORT LOCAL AIRLINE IN INTEREST OF BETTER PUBLIC RELATIONS. THIS IS SIMILAR TO USG "AMERICAN CARRIER" POLICY AND DOES NOT APPEAR TO BE DISCRIMINATORY.

5. PAN AM BELIEVES AIR AFRIQUE PAYS SAME TAXES AND FEES AS OTHER CARRIERS AND PROBLEMS NOTED ABOVE ARE NOT CRUCIAL TO PAN AM'S OPERATIONS IN SENEGAL. AS PAN AM HAS THREE TRANS-ATLANTIC FLIGHTS WEEKLY IN EACH DIRECTION WHILE AIR AFRIQUE HAS ONLY ONE, PAN AM'S FLEXIBILITY AND CONNECTIONS IN US OVERCOME PROBLEMS ON THIS END.
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